

Message Text

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ACTION EUR-12

INFO OCT-01 EB-07 ISO-00 /020 W
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R 140706Z AUG 75
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC 3317
INFO USDOC WASHDC

UNCLAS MOSCOW 11467

USDOC FOR BEWT/TPD/ROBINSON

E. O. 11652: N/A
TAGS: BEXP, UR
SUBJ: OCTOBER 1975 OIL/GAS PIPELINE SEMINAR/EXHIBIT

1. COMMERCIAL OFFICE NOTES INTENTION OF LEO WELT TO PRESENT PAPER FOR ROSCOE BROWN, INC. AT SEMINAR IN CONNECTION WITH SUBJECT EVENT.
2. WELT FOLLOWED SAME PROCEDURE IN CASE OF PULP/PAPER SEMINAR/ EXHIBIT IN JUNE 1975, AT WHICH BRUCE THOMAS OF WELT INTERNATIONAL PRESENTED PAPER FOR M/K SYSTEMS. AT THAT TIME, COMMOFF STAFF EXPRESSED CONCERN OVER THIS PROCEDURE; THOMAS EXPLAINED THAT M/K SYSTEMS WAS TOO SMALL TO AFFORD EXPENSE OF SENDING ITS REPRESENTATIVE TO MOSCOW TO DELIVER PAPER.
3. WHILE WE ARE SYMPATHETIC TO ARGUMENT THAT CONDITIONS OF PARTICIPATION IN SEMINAR/EXHIBITS SHOULD BE TAILORED TO NEEDS OF SMALLER, NEW-TO-MARKET COMPANIES, WE DO NOT BELIEVE THAT TECHNICALLY NON-QUALIFIED AGENTS SHOULD PRESENT SEMINAR PAPERS. IN OUR VIEW, THIS PRACTICE TENDS TO REDUCE STATURE OF EVENT AS A WHOLE AND REFLECTS POORLY ON PROGRAM.
4. COMMOFF RECEIVED TELEX AUGUST 13 FROM WELT ASKING FOR AGREEMENT TO ADDITION OF NEW (UNIDENTIFIED) FIRM FOR THIS EVENT. THIS FIRM, WHICH WE UNDERSTAND IS LOCATED IN TULSA, WOULD JOINTLY OCCUPY BOOTH WHICH CURRENTLY ALLOCATED TO ROSCOE BROWN, THUS PUTTING NO ADDITIONAL STRAIN ON AVAILABLE

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SPACE. COMMOFF SUGGESTS THAT USDOC/BEWT/TPD INFORM WELT THAT

WE HAVE NO OBJECTION IN PRINCIPLE TO THIS PROPOSAL BUT WOULD WANT TO RUN THIS IDEA THROUGH THE STATE COMMITTEE BEFORE MAKING DEFINITE DECISION. TO DO THIS, OF COURSE, WE WOULD NEED NAME OF COMPANY, INFORMATION ON ITS PRODUCTION/TECHNOLOGY, TITLE OF PROPOSED SEMINAR PAPER ETC. AS IN CASE OF ROSCOE BROWN, COMMOFF BELIEVES THAT WE SHOULD INSIST THAT TECHNICALLY-QUALIFIED COMPANY REPRESENTATIVE DELIVER PAPER.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 14 AUG 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975MOSCOW11467
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750280-1003
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750853/aaaabuhq.tel
Line Count: 69
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ellisoob
Review Comment: n/a
Review Content Flags:
Review Date: 02 JAN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <02 JAN 2003 by ReddocGW>; APPROVED <20 JAN 2004 by ellisoob>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: OCTOBER 1975 OIL/GAS PIPELINE SEMINAR/EXHIBIT
TAGS: BEXP, UR
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006